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Point Paper for Meeting with Mr. Bruce Johnson (D/ODP) 2/19/80

SUBJECT: DIA SAFE Terminals/Compatibility with Existing
Hardware within CIA/DIA

DIA-SAFE TERMINALS

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- o Three options open
 - Continue with
 - Piggy back on ODP procurement
 - Piggy back on DIA procurement
- o Best alternative is to GFE terminal (i.e. CIA-SAFE terminal)
- o Let DIA procurement run its course
 - Complete demos review best and finals, make determination as to course of action
- o Delta Data 7260T seems best option for long term (DIA-SAFE terminal)
 - Appears to be over kill for DIAOLS terminal

- o CIA decision to make Delta-Data CIA-SAFE terminal
 - Good decision for CIA
 - Probably best for SAFE (total)
 - Should have consulted other partner in SAFE prior to decision

COMPATIBILITY

- o CSPO has briefed for over 2 years that hardware procurement would be open and competitive
 - IRO
 - Congress
 - Steering Committee
 - Both Agencies
- o Compatibility should not drive procurement - only be considered as a minor factor or sub-factor

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- [] cost differential does not seem trivial and does seem to bias the procurement

- o The CSPO major objective is to provide a system which is responsive to requirements in both Agencies as reflected in CSRD
- Hardware should be procured primarily to meet the major objective

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- o An over statement and over reaction to compatibility within either Agency could lead to an IBM-compatible or Honeywell procurement irrespective of basic SAFE requirements

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- In fact Honeywell cost adjustment numbers could have been much lower than stated when considering:

- Large Honeywell inventory in Pentagon and DoD (software transportability)
- Conversion from DIAOLS to DIA-SAFE some direct conversion could occur

- o If compatibility is to become a major factor in SAFE hardware procurement

- Issue must be raised for Steering Committee resolution

*Not
Mentioned
during
Meeting*

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DIA SAFE TERMINAL

PROCUREMENT ALTERNATIVES

- o GO AS PLANNED WITH ☐ CONTRACT
 - COMPETITIVE PROCUREMENT
- o PIGGY BACK ON DISP TERMINAL PROCUREMENT
- o PIGGY BACK ON CIA TERMINAL PROCUREMENT

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FACTORS BEARING ON PROBLEM

- o CIA DECISION TO GFE ODP TERMINALS TO
- o WITHDRAWAL OF 600 TERMINALS FROM BUY WILL
DRIVE DIA SAFE TERMINAL COST UP
- o RESPONSIBLE FOR ACCOMMODATING: SAFE TERMINALS
ODP TERMINALS
DISP TERMINALS
- o TERMINAL INCOMPATIBILITY DIA-SAFE/CIA-SAFE & ODP/
DISP/DODIIS DRIVES COST OF DESIGN & IMPLEMENTATION UP

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o GO AS PLANNED

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- COMPETITIVE
- COST PROBABLY HIGHER PER TERMINAL
- INCOMPATIBILITY/DESIGN COST HIGHER FOR
- REMAINS ON-HOOK FOR TOTAL SYSTEM PERFORMANCE

- o PIGGYBACK ON DISP TERMINAL PROCUREMENT
(FEB 8 BEST & FINAL)
 - COULD BE INCOMPATIBLE OR COMPATIBLE DEPENDING
ON OUTCOME OF PROCUREMENT
 - PROCUREMENT INCLUDES PRINTER (TEMPEST QUALIFIED)
 - DELTA DATA PROPOSAL ALMOST IDENTICAL TO
ODP CONTRACT
 - DEPENDING ON HEWLETT-PACKARD RESPONSE DISP
TERMINAL COULD REQUIRE UPGRADE TO BECOME SAFE
TERMINAL
 - ☐ OFF HOOK FOR GFE TERMINAL

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- o PIGGYBACK ON CIA TERMINAL
 - (FOR ALL DIA TERMINALS
 - (FOR JUST DIA-SAFE TERMINALS
- PRINTER FOR DIA NOT COVERED IN ODP PROCUREMENT
- QUESTION OF GUARANTEED DELIVERIES FOR DIA-DISP TERMINALS - PROBABLY NOT A PROBLEM FOR DIA-SAFE TERMINALS
- TERMINAL MORE THAN WHAT'S REQUIRED FOR DISP
- MEETS MOST DIA-SAFE REQUIREMENTS
- CIA DEVELOPMENT TERMINAL IMPLEMENTING OPTIONS WILL DRIVE COST ABOVE \$5,000
- ☐ OFF HOOK FOR GFE TERMINAL
- SINGLE TERMINAL BUY FOR CIA & DIA
 - o COMPATIBLE SAFE TERMINALS
 - o SIMPLIFIES ☐ DESIGN

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- I. The following items represent the sharpest contrast between the Delta Data 7260T and Hewlett Packard 2645.

<u>Feature</u>	<u>DD7260T</u>	<u>HP2645</u>	<u>Increased Capability</u>	
			<u>DD7260T</u>	<u>HP2645</u>
16. Displayable	28 X 80	24 X 80	X	
17. Screen Size	14" diagonal	11" diagonal	X	
18. Screen Segmentation	8	min. 2	X	
19. Storage	16K	5,760	X	
43. Function Keys	32	4	X	
44. Transmission speed	150-19.2K bps	150-2400 bps	X	
45. Transmission Mode	HDX only	HDX/FDX		X
51. Transmission Method	Sync. only	Async/Sync		X

II. Procurement Action (CIA/ODP)

1. 175 terminals on order to be delivered as follows:

10 terminals in October
15 terminals in November
25 terminals per month beginning with
December 1979

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* Delivery is approximately two months behind schedule.

ODP has received 18 terminals to date.

2. ODP has projected to Delta Data that the total number of 7260's to be built will be

6 February 1980

DELTA DATA 7260T

I. Basic Terminal (\$5,000)

1. All mandatory items on the matrix (denoted by the letter "M") are satisfied.
2. Three-card terminal:
 - A. I/D Card
 - B. CPU Card - 32K EPROM
 - C. Display Card - 32K RAM

II. Expansion Options

1. Additional 32K RAM (pagable to RAM)) Expansior
2. Additional 16K EPROM (pagable to EPROM)) Card
3. Floppy Disk:
 - A. 12K EPROM for Floppy Disk Access Method
 - B. 8K Static RAM for Disk Buffers
 - C. 8 Inch Floppy Disk (1.4M bytes) - \$6,000.00
 - D. 5 Inch Floppy Disk (360K bytes) - \$3,000.00

III. Procurement Action (CIA/ODP)

1. 175 terminals on order to be delivered as follows:
 - 10 terminals in October
 - 15 terminals in November
 - 25 terminals per month beginning with December 1979

* Delivery is approximately two months behind schedule.
ODP has received 18 terminals to date.
2. ODP has projected to Delta Data that the total number of 7260's to be built will be

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IV. The following items represent the sharpest contrast between the Delta Data 7260T and Hewlett Packard 2645.

<u>Feature</u>	<u>DD7260T</u>	<u>HP2645</u>	<u>Increased Capability</u>	
			<u>DD7260T</u>	<u>HP2645</u>
16. Displayable		24 X 80	X	
17. Screen Size		11" diagonal	X	
18. Screen Segmentation		min. 2	X	
19. Storage		5,760	X	
43. Function Keys		4	X	
44. Transmission Speed		150-2400 bps	X	
45. Transmission Mode	HDX only			X

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Available

Cost of Non-Compatibility

Cost Adjustment Factors to Reflect Additional Government Costs
Due to Non-Compatibility with Existing CIA/ODP and/or DIA/RSP AD

If SAFE GLOBAL Architecture Is:

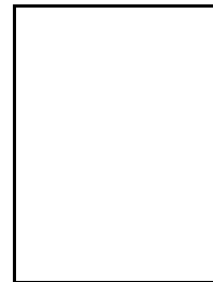
Add this Cost to GLOBAL
ADPE Systems Life Evaluation
Cost

(In Thousands of Mid-FY83)

I. IBM-Compatible

II. Honeywell

III. Other
(Non-IBM-Compatible and
Non-Honeywell)



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* Systems Life Evaluation Cost for the GLOBAL systems includes FOC mainframes and peripherals, software and maintenance services over the systems life (see SAF-E012-80). Cost adjustment factors are treated as a cost incurred in Mid-FY83 (i.e., 1 April 1983) in determining the overall present value discounted cost.